

Message Text

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PAGE 01 NICOSI 01122 271605Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 XMB-02 /023 W
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R 271533Z APR 78
FM AMEMBASSY NICOSIA
TO USDOC WASHDC
INFO SECSTATE WASHDC 7694

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E.O. 11652: N/A
TAGS: BENC, BFOL, CY
SUBJECT: MAJOR PROJECTS: EARTH SATELLITE STATION

REF: NICOSIA 1096

1. DEREK JONES, VP MIDDLE EAST OPERATIONS ITT, CALLED ON EMBASSY APRIL 27 TO DISCUSS TENDER FOR EARTH SATELLITE STATION ANNOUNCED BY CYPRUS TELECOMMUNICATIONS AUTHORITY (CYTA) APRIL 24. HE FEELS ITT STANDS EXCELLENT CHANCE TO BE AWARDED TENDER. (ITT RECENTLY WAS LOW BIDDER, BY CONSIDERABLE MARGIN, ON EARTH SATELLITE STATION IN ICELAND.) JONES HAS REVIEWED TENDER DOCUMENTS AND FOUND SPECIFICATIONS TO BE, AT FIRST GLANCE, COMPLETELY NEUTRAL. HE STATED THAT THERE APPEARS TO BE NO REASON TO BELIEVE SPECIFICATIONS HAVE BEEN BIASED IN ANY WAY BY THE FRENCH CONSULTANT FIRM RESPONSIBLE FOR PREPARING THEM.

2. JONES IS SOMEWHAT CONCERNED, HOWEVER, OVER FINANCING. CYTA OFFICIALS HAVE INDICATED TO HIM THAT CYTA WILL SEEK VERY SOFT FINANCING TERMS, I.E., 10 YEARS ("ALTHOUGH THEY MAY SETTLE FOR 8-1/2") AT 7 PERCENT OR BETTER INTEREST WITH 10 PERCENT DOWN PAYMENT. JONES SAID IT IS EXTREMELY UNLIKELY CYTA WILL BE ABLE TO NEGOTIATE SUCH FAVORABLE TERMS AS COST OF PROJECT IS UNLIKELY TO BE OVER \$6 MILLION.
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BECAUSE CYTA'S SITE FOR EARTH SATELLITE STATION DESIGNED TO ACCOMMODATE 3 ADDITIONAL STATIONS, JONES FEELS POTENTIAL FUTURE BUSINESS MAKES THIS TENDER EXTREMELY INTERESTING. HE EXPRESSED HOPE EXIM BANK WILL PROVIDE U.S. BIDDERS WITH SUBSTANTIAL SUPPORT.

3. REQUEST USDOC DISCUSS TENDER WITH EXIM AND URGE BANK TO

BE AS POSITIVE AND FORTHCOMING AS POSSIBLE WHEN RESPONDING
TO INQUIRIES FROM POTENTIAL U.S. BIDDERS. EMBASSY PREPARED
PROVIDE EXIM WITH ANY ADDITIONAL INFORMATION REQUIRED.
STONE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Copy: SINGLE
Draft Date: 27 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
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Format: TEL
From: NICOSIA
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1978/newtext/t19780410/aaaaahrr.tel
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Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 8f3fb2a5-c288-dd11-92da-001cc4696bcc
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Original Previous Classification: n/a
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TAGS: BENC, BFOL, CY
To: COM
Type: TE
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